

Dialog
5/17/03

Your SELECT statement is:

s ((GIS or (geographic()information()system? ?)) (s) ((allocat? or assign?
or distribut? or plan or planning or schedul?) (3n) (salespeople or
salesperson? ? or workforce or (work()force) or employee? ? or worker? ?)))
and py<=2001

Items	File
3	2: INSPEC_1969-2003/May W1
1	5: Biosis Previews(R)_1969-2003/May W2
1	7: Social SciSearch(R)_1972-2003/May W2
2	9: Business & Industry(R)_Jul/1994-2003/May 16
2	13: BAMP_2003/May W2
6	15: ABI/Inform(R)_1971-2003/May 17
Processing	
13	16: Gale Group PROMT(R)_1990-2003/May 16
Processing	
3	20: Dialog Global Reporter_1997-2003/May 16
1	34: SciSearch(R) Cited Ref Sci_1990-2003/May W2
1	35: Dissertation Abs Online_1861-2003/Apr
1	40: Enviroline(R)_1975-2003/May
1	47: Gale Group Magazine DB(TM)_1959-2003/May 15
1	63: Transport Res(TRIS)_1970-2003/Apr
1	73: EMBASE_1974-2003/May W1
1	75: TGG Management Contents(R)_86-2003/May W2
Examined 50 files	
3	88: Gale Group Business A.R.T.S._1976-2003/May 16
1	144: Pascal_1973-2003/May W1
Examined 100 files	
Processing	
Processing	
Processing	
Processing	
16	148: Gale Group Trade & Industry DB_1976-2003/May 16
1	149: TGG Health&Wellness DB(SM)_1976-2003/May W2
1	155: MEDLINE(R)_1966-2003/May W2
1	163: Ageline(R)_1965-2003/Feb
3	180: Federal Register_1985-2003/May 16
1	194: FBODaily_1982/Dec-2003/Jan
1	203: AGRIS_1974-2003/May
Examined 150 files	
1	256: SoftBase:Reviews,Companies&Prods._82-2003/Apr
3	275: Gale Group Computer DB(TM)_1983-2003/May 16
Examined 200 files	
Processing	
1	349: PCT FULLTEXT_1979-2002/UB=20030515,UT=20030508
1	388: PEDS: Defense Program Summaries_1999/May
Examined 250 files	
1	420: UnCover_1988-2001/May 31
2	440: Current Contents Search(R)_1990-2003/May 16
Examined 300 files	
2	483: Newspaper Abs Daily_1986-2003/May 16
6	484: Periodical Abs Plustext_1986-2003/May W2
3	541: SEC Online(TM) Annual Repts_1997/Sep W3
Processing	
7	542: SEC Online(TM) 10-K Reports_1997/Sep W3
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5/17/03

Set	Items	Description
S1	93	((GIS OR (GEOGRAPHIC() INFORMATION() SYSTEM? ?)) (S) ((ALLOCAT? OR ASSIGN? OR DISTRIBUT? OR PLAN OR PLANNING OR SCHEDUL?) (3N-) (SALESPeOPLE OR SALESPERSON? ? OR WORKFORCE OR (WORK() FORCE) OR EMPLOYEE? ? OR WORKER? ?))) AND PY<=2001
S2	65	RD (unique items)
File	2:INSPEC	1969-2003/May W1 (c) 2003 Institution of Electrical Engineers
File	5:BIOSIS Previews(R)	1969-2003/May W2 (c) 2003 BIOSIS
File	7:Social SciSearch(R)	1972-2003/May W2 (c) 2003 Inst for Sci Info
File	9:Business & Industry(R)	Jul/1994-2003/May 16 (c) 2003 Resp. DB Svcs.
File	13:BAMP	2003/May W2 (c) 2003 Resp. DB Svcs.
File	15:ABI/Inform(R)	1971-2003/May 17 (c) 2003 ProQuest Info&Learning
File	16:Gale Group PROMT(R)	1990-2003/May 16 (c) 2003 The Gale Group
File	20:Dialog Global Reporter	1997-2003/May 16 (c) 2003 The Dialog Corp.
File	34:SciSearch(R) Cited Ref Sci	1990-2003/May W2 (c) 2003 Inst for Sci Info
File	35:Dissertation Abs Online	1861-2003/Apr (c) 2003 ProQuest Info&Learning
File	40:Enviroline(R)	1975-2003/May
File	47:Gale Group Magazine DB(TM)	1959-2003/May 15 (c) 2003 The Gale group
File	63:Transport Res(TRIS)	1970-2003/Apr (c) fmt only 2003 Dialog Corp.
File	73:EMBASE	1974-2003/May W1 (c) 2003 Elsevier Science B.V.
File	75:TGG Management Contents(R)	86-2003/May W2 (c) 2003 The Gale Group
File	88:Gale Group Business A.R.T.S.	1976-2003/May 16 (c) 2003 The Gale Group
File	144:Pascal	1973-2003/May W1 (c) 2003 INIST/CNRS
File	148:Gale Group Trade & Industry DB	1976-2003/May 16 (c) 2003 The Gale Group
File	149:TGG Health&Wellness DB(SM)	1976-2003/May W2 (c) 2003 The Gale Group
File	155:MEDLINE(R)	1966-2003/May W2 (c) format only 2003 The Dialog Corp.
File	163:Ageline(R)	1965-2003/Feb (c) format only 2003 The Dialog Corp.
File	180:Federal Register	1985-2003/May 16 (c) 2003 format only The DIALOG Corp
File	194:FBODaily	1982/Dec-2003/Jan (c) format only 2003 The Dialog Corp.
File	203:AGRIS	1974-2003/May Dist by NAL, Intl Copr. All rights reserved
File	256:SoftBase:Reviews,Companies&Prods.	82-2003/Apr (c) 2003 Info.Sources Inc
File	275:Gale Group Computer DB(TM)	1983-2003/May 16 (c) 2003 The Gale Group
File	349:PCT FULLTEXT	1979-2002/UB=20030515,UT=20030508 (c) 2003 WIPO/Univentio
File	388:PEDS: Defense Program Summaries	1999/May (c) 1999 Forecast Intl/DMS
File	420:UnCover	1988-2001/May 31 (c) 2001 The UnCover Company
File	440:Current Contents Search(R)	1990-2003/May 16

reviewed all kurt

EMD

(c) 2003 Inst for Sci Info
File 483:Newspaper Abs Daily 1986-2003/May 16
(c) 2003 ProQuest Info&Learning
File 484:Periodical Abs Plustext 1986-2003/May W2
(c) 2003 ProQuest
File 541:SEC Online(TM) Annual Repts 1997/Sep W3
(c) 1987-1997 SEC Online Inc.
File 542:SEC Online(TM) 10-K Reports 1997/Sep W3
(c) 1987-1997 SEC Online Inc.

OTWlog
5/7/03

Your SELECT statement is:

s (geographic()information()system? ? or GIS) and (workforce(3n)(plan or planning or schedul?))

	Items	File
	-----	-----
	1	5: Biosis Previews(R)_1969-2003/Apr W4
	3	13: BAMP_2003/Apr W4
Processing		
	5	15: ABI/Inform(R)_1971-2003/May 06
	7	16: Gale Group PROMT(R)_1990-2003/May 06
Processing		
	8	20: Dialog Global Reporter_1997-2003/May 07
	1	34: SciSearch(R) Cited Ref_Sci_1990-2003/Apr W4
	3	47: Gale Group Magazine DB(TM)_1959-2003/May 05
	1	73: EMBASE_1974-2003/Apr W4
Examined	50	files
	2	88: Gale Group Business A.R.T.S._1976-2003/May 06
	1	99: Wilson Appl. Sci & Tech Abs_1983-2003/Mar
	31	141: Readers Guide_1983-2003/Mar
Examined	100	files
Processing		
Processing		
	16	148: Gale Group Trade & Industry DB_1976-2003/May 06
	1	149: TGG Health&Wellness DB(SM)_1976-2003/Apr W4
	1	155: MEDLINE(R)_1966-2003/May W1
	2	180: Federal Register_1985-2003/May 06
	2	195: FBODaily_Feb 2003-2003/May 08
	1	211: Gale Group Newsearch(TM)_2003/May 06
Examined	150	files
	3	262: CBCA Fulltext_1982-2003/May
	5	275: Gale Group Computer DB(TM)_1983-2003/May 06
Examined	200	files
Examined	250	files
	1	440: Current Contents Search(R)_1990-2003/May 06
Examined	300	files
	3	484: Periodical Abs Plustext_1986-2003/Apr W4
Examined	350	files
	1	545: Investext(R)_1982-2003/May 07
	2	553: Wilson Bus. Abs. FullText_1982-2003/Mar
	1	608: KR/T Bus.News._1992-2003/May 07
	3	609: Bridge World Markets_2000-2001/Oct 01
Processing		
Processing		
	4	610: Business Wire_1999-2003/May 07
Examined	400	files
	1	613: PR Newswire_1999-2003/May 07
	4	621: Gale Group New Prod.Annou.(R)_1985-2003/May 06
	2	624: McGraw-Hill Publications_1985-2003/May 06
	1	635: Business Dateline(R)_1985-2003/May 06
Processing		
	2	636: Gale Group Newsletter DB(TM)_1987-2003/May 06
	4	649: Gale Group Newswire ASAP(TM)_2003/May 06
	2	660: Federal News Service_1991-2002/Jul 02
Examined	450	files
	1	740: (Memphis)Comm.Appeal_1990-2003/May 06
Examined	500	files

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all
links

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Searched the web for **predictive model of field sales activity for sales territory**. Results **1 - 10** of about **1,520**.

Research Activities

... Ron Grenfell. Ph.D Thesis. "A **Predictive Model** of **Field Sales Activity** for **Sales Territory** Design Using GIS." [with D. Coleman]. Stephen Parsons. M.Sc. Thesis.
...
gge.unb.ca/Research/LandStudies/Research.htm - 9k - [Cached](#) - [Similar pages](#)

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... Range Search. GRENFELL, Ronald Ian, A **Predictive Model** of **Field Sales Activity** for **Sales Territory** Design Using GIS. MTALO, Elifuraha ...
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... application is to enhance the effectiveness of outbound telesales and **field sales** functions, resulting in ... **predictive** marketing **model** — report of ...
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Arbour Group Press Releases

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[PPT]Front Office

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... Mobile **Field Sales**. 3.0. ... Increase **Sales** Rep Retention-Reduce Administrative Costs-Enforce **Sales Model**-Increase Revenue. Positioning. ... IVR. **Predictive**. Connectivity. ...
www.ssiworldwide.com/northamerica/tcmoaug/ppt/CRM-Scott_McMarrow-Oracle_3-2-99.ppt - [Similar pages](#)

[PDF]Target Market-Brundage

File Format: PDF/Adobe Acrobat
... continued to promote as they had in the past, the **field** test was started ... First, the neural network **model** was very accurate in its **predictive** capabilities. ...
www.e-optimization.com/resources/uploads/TargetMarket.pdf - [Similar pages](#)

"Medical Marketing & Media" article, June 1998

... Next, software ... performs **predictive** and tracking ... In its **field** force application ... POA) by potential outcome, as predicted by a "response to **activity**" **model**. ...
ds-dataset.com/articlePH.html - 23k - [Cached](#) - [Similar pages](#)

The Value of Medical Journal Advertising - Predictable Returns on ...

... Intercom, based in Israel, performs **predictive** and tracking ... In its **field** force application, the software system ... as predicted by a "response to **activity**" **model**. ...
www.amponline.org/MJA/Predictable_Returns.html - 46k - [Cached](#) - [Similar pages](#)

Oracle CRM Sales Solutions

gartner2002.hec.ca/research/92500/92569/92569.html - [Similar pages](#)

[PDF] Copy of MST_Spring_2001.qxd

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... **Territory** Planning Scenarios With the **model** in place, CACI created several alternative **territory** scenarios, including one for ... **Field-based sales** teams are ...

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24	0	((GIS or (geographic ADJ information ADJ system\$1)) SAME (trace or tracing)) AND freehand	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2003/05/17 15:41
23	16	(GIS or (geographic ADJ information ADJ system\$1)) SAME (trace or tracing)	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2003/05/17 15:47
25	448	shinozaki-n\$.in.	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2003/05/17 15:47
26	0	shinozaki-n\$.in. AND marketing.ti.	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2003/05/17 15:47
27	5	shinozaki-n\$.in. AND business	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2003/05/17 15:52
28	186	first ADJ data.as.	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2003/05/17 15:54
29	27	(first ADJ data.as.) AND (salespeople or salesperson\$1 or workforce or (work ADJ force) or employee\$1 or worker\$1)	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2003/05/17 15:55

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L Number	Hits	Search Text	DB	Time stamp
1	0	(GIS or (geographic ADJ information ADJ system\$1)) SAME (sales ADJ (territory or territories))	USPAT; US-PGPUB; EPO; JPO; DERWENT; IBM_TDB	2003/05/17 16:27

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<u>3</u>	(GIS or (graphical pre/1 information pre/1 system?)) and ((trace? or tracing) w/3 (hand or manual?))	<u>View 11 results</u>	<u>Add to Search</u>
<u>2</u>	(GIS or (graphical pre/1 information pre/1 system?)) and (trace? or tracing)	<u>View 11 results</u>	<u>Add to Search</u>
<u>1</u>	(GIS or (graphical pre/1 information pre/1 system?)) and (freehand w/3 (trace? or tracing))	<u>View 0 results</u>	<u>Add to Search</u>

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